

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 FEAE-00

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FM AMEMBASSY DAMASCUS

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INFO AMEMBASSY AMMAN

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ROME FOR RCAA DWOR

E.O. 11652: N/A

TAGS: BEXP, ENRG, SY

SUBJECT: SYRIAN DESIRE FOR CALTEX AVIATION FUEL CONTRACT

1. AVIATION SUPPLY MANAGER, A. FARID AL-ABED, OF SYRIAN GOVERNMENT MONOPOLY PETROLEUM PRODUCTS DISTRIBUTION ORGANIZATION, SADCOP, HAS INFORMED EMBASSY OF HIS STRONG INTEREST IN OBTAINING CALTEX SUPPLY AGREEMENT FOR JET FUEL SUPPLY TO SYRIA (A SECTOR WHERE FRENCH TOTAL HAS LONG HAD RELATIONSHIP WITH SADCOP).

2. AL-ABED HAS BEEN CORRESPONDING WITH B.L. COFFEY, CALTEX PETROLEUM CORP., NEW YORK, NY AND HAS ASKED OUR HELP IN ENCOURAGING COFFEY TO RESPOND TO SADCOP'S REQUEST FOR CALTEX TO SUPPLY BANK LETTER OF GUARANTY WHICH AL-ABED DESCRIBES AS STANDARD PROVISION IN ACCORDANCE WITH SADCOP CONTRACTS AND WHICH HAS ALREADY BEEN SENT BY SADCOP TO COFFEY OF CALTEX.

3. COMMENT AND ACTION: JET FUEL SUPPLY IN SYRIA HAS SUFFERED CONSIDERABLY OVER PAST YEAR WITH CIVIL DISTURBANCES IN LEBANON AND INABILITY OF TRUCKS FROM MEDRECO/SIDON
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AND IPC/TRIPOLI TO GET THROUGH TO SYRIA. SADCOP WANTS TO ESTABLISH MORE RELIABLE PRODUCT IMPORT SYSTEM AT SYRIAN

PORTS IN ORDER TO AVOID DEPENDENCE ON LEBANESE SOURCE OF
SUPPLY, AND ALSO TO UPGRADE FUELING EQUIPMENT AT DAMASCUS
INTERNATIONAL AIRPORT (SEPTTEL TRADE OPPORTUNITY). WE
BELIEVE THIS IS EXCELLENT OPPORTUNITY TO ESTABLISH KEY
SUPPLY RELATIONSHIP BETWEEN U.S. FIRM AND SYRIA AND
WE WISH TO OFFER CALTEX ANY APPROPRIATE ASSISTANCE. JET
FUEL DEMAND INCREASING RAPIDLY IN SYRIA WITH MORE COM-
MERCIAL ROUTES BEING ESTABLISHED THROUGH AND TO DAMASCUS.
DELIVERY OF SYRIAN ARAB AIR LINES (SAAL'S) THREE NEW BOEING
727-200'S AND TWO 747SP'S IN NEXT FEW MONTHS WILL ALSO
PUSH UP DEMAND AND NEED FOR UPGRADED REFUELING EQUIP-
MENT. REQUEST DEPT CALL COFFEY AT CALTEX AND PASS ON
SUBSTANCE OF ABOVE.
MURPHY

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